

## Message Text

UNCLASSIFIED

PAGE 01 LIMA 04640 062304Z

ACTION EB-07

INFO OCT-01 ARA-10 ISO-00 /018 W

-----070129Z 089640 /75

R 062059Z JUN 77

FM AMEMBASSY LIMA

TO SECSTATE WASHDC 5130

USDOC WASHDC

UNCLAS LIMA 4640

EO 11652: N/A

TAGS: BEXP, PE

SUBJ: PRODUCT OPPORTUNITY - FIRE FIGHTING EQUIPMENT FOR CUERPO  
GENERAL DE BOMBEROS VOLUNTARIOS DEL PERU

REF: LIMA 2321

1. CIVIL DEFENSE HAS RECOMMENDED THAT CONTRACT FOR \$35 MILLION WORTH OF FIRE FIGHTING EQUIPMENT BE AWARDED TO CONRESERSA, LOCAL REPRESENTATIVE OF RICKLAND FIRE EQUIPMENT CO. AND YOUNG FIRE EQUIPMENT CORP. FINANCING PART OF PACKAGE IS TO BE ARRANGED BY V.I.P. INTERNATIONAL, 1400 SOUTH POST OAK, SUITE 1900, HOUSTON, TEXAS 77056, TEL: 713/965-9392. MINISTRY OF ECONOMY AND FINANCE IS REQUESTING LETTER FROM EMBASSY STATING THAT V.I.P. INTERNATIONAL IS A REPUTABLE FIRM CAPABLE OF HANDLING A FINANCIAL TRANSACTION OF THIS MAGNITUDE.

2. CONRESERSA INDICATES THAT ONLY OTHER FIRM STILL IN THE RUNNING IS CAMIVA OF FRANCE, A DIVISION OF RENAULT. DEAL WOULD BE FINANCED BY CREDIT LYONNAIS AND FRENCH EMBASSY HAS SENT LETTER TO MINISTRY OF ECONOMY RE BONA FIDES THAT FINANCIAL INSTITUTION. ACCORDING TO CONRESERSA, AMERICAN SUPPLIERS MAY LOSE TENDER IF AMERICAN EMBASSY FAILS TO PROVIDE SIMILAR LETTER.

3. ACTION REQUEST: PLEASE ASCERTAIN BONA FIDES V.I.P. INTERNATIONAL. IF FAVORABLE, IS IT PERMISSIBLE FOR EMBASSY TO SO  
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PAGE 02 LIMA 04640 062304Z

STATE IN WRITING TO GOP?  
DEAN

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NNN

## Message Attributes

**Automatic Decaptioning:** X  
**Capture Date:** 01-Jan-1994 12:00:00 am  
**Channel Indicators:** n/a  
**Current Classification:** UNCLASSIFIED  
**Concepts:** n/a  
**Control Number:** n/a  
**Copy:** SINGLE  
**Sent Date:** 06-Jun-1977 12:00:00 am  
**Decaption Date:** 01-Jan-1960 12:00:00 am  
**Decaption Note:**  
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**Disposition Approved on Date:**  
**Disposition Case Number:** n/a  
**Disposition Comment:**  
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**Disposition Reason:**  
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**Enclosure:** n/a  
**Executive Order:** N/A  
**Errors:** N/A  
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**Type:** TE  
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**Review Markings:**  
Margaret P. Grafeld  
Declassified/Released  
US Department of State  
EO Systematic Review  
22 May 2009  
**Markings:** Margaret P. Grafeld Declassified/Released US Department of State EO Systematic Review 22 May 2009